

## Message Text

UNCLASSIFIED

PAGE 01 KHARTO 00380 311234Z  
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----100094 312248Z /13  
R 311000Z JAN 78  
FM AMEMBASSY KHARTOUM  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6411

UNCLAS KHARTOUM 0380

E.O. 11652: N/A  
TAGS: BENC, BEXP, SU  
SUBJ: U.S. WINS SECOND MAJOR FEASIBILITY CONTRACT

REF: KHARTOUM 4102

1. OFFICIAL IN MINISTRY OF NATIONAL PLANNING TOLD EMBOFF 30 JANUARY THAT ENGINEERING CONSULTANTS, INC. (1901 SOUTH NAVAJO, DENVER, 80223, TELEPHONE 303/936-3417) HAS WON FEASIBILITY CONTRACT FOR WESTERN SUDAN WATER PROJECT. DECISION TAKEN 29 JANUARY AND NOTICE BEING SENT TO ECI TODAY. CONTRACT IS VALUED AT 478,000 DOLLARS.
2. ECI SUCCESS FOLLOWS ANNOUNCEMENT EARLIER THIS MONTH (REFTEL) THAT US FIRM ALSO SELECTED FOR FEASIBILITY STUDY OF KHARTOUM AREA WATER SUPPLY. TOTAL OF TWO CONTRACTS IS JUST UNDER 1MILLION DOLLARS. SELECTION OF AMERICAN FIRM ON WESTERN WATER PROJECT IS PARTICULARLY ENCOURAGING SINCE BRITISH AND NORWEIGIANS (NORCONSULT), WHO ARE WELL-KNOW IN THE SUDAN AND HAVE PREVIOUS PROJECTS HERE, WERE COMPETITORS.
3. THE TWO WATER PROJECTS PROVIDE A GOOD INDICATION THAT US FIRMS CAN OFFER THE SUDANESE CONSULTANCY MARKET THE REQUIRED TECHNICAL EXPERTISE AT A VERY COMPETITIVE PRICE.

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PAGE 02 KHARTO 00380 311234Z

WE HOPE THAT USDOC WILL MAKE THIS KNOWN TO US FIRMS WORKING IN OTHER INDUSTRIAL AND INFRASTRUCTURE SECTORS. PROSPECTS FOR ADDITIONAL CONTRACTS FOR US FIRMS CANNOT HELP BUT BE INCREASED BY MORE US FIRMS BIDDING. BERGUS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Review Markings:**  
Sheryl P. Walter  
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